

From: "Blair Taylor" <btaylor@memphistomorrow.org>  
To: "William Gibbons (wgibbons)" <wgibbons@memphis.edu>  
"Amy Weirich"  
"Brona Pinnolis" <bpinnolis@memphiscrime.org>  
"Linda Russell" <lrussell@memphiscrime.org>  
"Adams, Ben C." <badams@bakerdonelson.com>  
"Harold Collins" <hcollins@memphiscrime.org>

Date: 10/24/2016 3:17:19 PM

Subject: FW: Offender Re-Entry / Pay-for-Success Demonstration Project

Attachments: 20161012\_Memphis\_WIB\_Concept\_Note\_v4.docx

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FYI. Just keeping you in the loop on next steps.

Blair Taylor  
President  
Memphis Tomorrow  
22 North Front Street, Suite 670  
Memphis, TN 38103  
Office: 901.322.8080  
[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)

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From: Blair Taylor  
Sent: Monday, October 24, 2016 1:59 PM  
To: Luttrell, Mark <Mark.Luttrell@shelbycountyttn.gov>; kevin.woods@workforceinvestmentnetwork.com  
Cc: 'Gupton, William' <William.Gupton@shelbycountyttn.gov>  
Subject: Offender Re-Entry / Pay-for-Success Demonstration Project

Mayor and Kevin

Following up on our conversations, thanks to both of you for your enthusiasm around creating a pay-for-success model offender re-entry program that can potentially lead to future increases in state funding and/or social impact bonds. Below is the email to Jim Boyd which I propose come from Mayor Luttrell's email address with Kevin copied. Let me know what you think.

Dear Jim

Kevin Woods and I are writing to ask for Pyramid Peak's support for an exciting and long-overdue initiative to get ex-offenders on a path to success. Two years ago, Pyramid Peak funded a feasibility study by [Social Finance](#) to review opportunities for use of social impact bonds and the pay-for-success model in Memphis. One of the four areas reviewed, and in which my office (Paul Young played point for me) was actively involved, was in reducing offender recidivism.

Fast forward to today, where as part of Operation: Safe Community III, Kevin Woods and I are teaming up to create a demonstration of pay-for-success contracting for offender re-entry. Kevin is bringing \$1.5 million in WIN money to the table for a two year project which will be housed at our Memphis Shelby County Office of Offender Re-Entry headed by my Director of Corrections, Bill Gupton. With those resources, WIN will issue an RFP for a tried and tested/evaluated provider and manage the program over 2 years.

We are writing you with a request to fund the final piece of the puzzle -- \$250,000 -- needed to make this effort a

success. You'll find attached a proposal from Social Finance who would provide the expertise and manpower needed to guide us in effectively setting up and managing the pay-for-success model. We believe that their expertise is crucial in ensuring we do this right. And if we do this right -- and generate the outcomes we know are possible, while also documenting savings to state government by reducing jail time -- we anticipate being able to bring in more government funding for this kind of programming in the future.

We are on a bit of a tight time table, as Kevin hopes to issue the RFP in November and have the program launched in January. I'm hoping you'll be available sometime in the next two weeks to meet with Kevin, me and a representative of Social Finance to discuss and consider the opportunity. Mattie in my office will be in touch to get a meeting on our calendars.

Thank you.

Mark Luttrell

Blair Taylor  
President  
Memphis Tomorrow  
22 North Front Street, Suite 670  
Memphis, TN 38103  
Office: 901.322.8080  
[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)

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From: Blair Taylor  
Sent: Tuesday, October 18, 2016 5:07 PM  
To: Luttrell, Mark <[Mark.Luttrell@shelbycountyttn.gov](mailto:Mark.Luttrell@shelbycountyttn.gov)>  
Cc: [kevin.woods@workforceinvestmentnetwork.com](mailto:kevin.woods@workforceinvestmentnetwork.com); 'Gupton, William' <[William.Gupton@shelbycountyttn.gov](mailto:William.Gupton@shelbycountyttn.gov)>; Bill Gibbons - MSCC ([wgibbons@memphis.edu](mailto:wgibbons@memphis.edu)) <[wgibbons@memphis.edu](mailto:wgibbons@memphis.edu)>; Amy Weirich <[amy.weirich@scdag.com](mailto:amy.weirich@scdag.com)>; 'david.mckinney@shelbycountyttn.gov' <[david.mckinney@shelbycountyttn.gov](mailto:david.mckinney@shelbycountyttn.gov)>  
Subject: Offender Re-Entry / Pay-for-Success Demonstration Project

Mayor Great talking with you just now. Kevin Woods is out of town the rest of the week but I will be at your office tomorrow (Wednesday) at 4:30pm and Kevin will join us by phone. I've not reached him yet to confirm the time works for him but if need be we'll schedule a follow-up call on Thursday after I get you fully briefed.

To recap our conversation:

- 1) As you know Bill Gupton, MSCOOR staff, and Kevin Woods as well as a couple of Kevin's WIN board members (Desi Franklin and Mark Sturgis) have joined Crime Commission staff in OSC planning sessions on offender re-entry.
- 2) Kevin Woods and his board are committed to WIN issuing an RFP (approximately \$1.5 million) in early November for a jobs program for 150 or so high risk ex-offenders that would include a transitional work component as well as a mental health component over two years. One provider who will be encouraged to apply is [Center for Employment Opportunities \(CEO\)](#). As you'll recall, CEO is the organization running the program for NY State's social impact bond initiative.

- 3) I introduced Kevin to Jeff Shumway with Social Finance (the social impact bond inventor/advisors whom you've met and whom Pyramid Peak hired to do the feasibility analysis for social impact bonds in Memphis a couple of years ago when Chris Peck was involved and Paul Young representing you). Both Kevin and I believe there's a great opportunity for this WIN grant to support a demonstration project for social impact bonds, by implementing a pay for success contract/accountability model on which social impact bond programs depend. We asked for a proposal from Social Finance (**it's attached**) to support us in creating/managing a pay for success model.

So in a nutshell, we're proposing to demonstrate over two years, with the WIN money, how a performance based/pay for success model works and thus lay the foundation for future social impact bond financing of the program.

Where we need your help is to champion this effort as mayor and experienced practitioner on matters of offender re-entry, and especially to join Kevin Woods in making the request for funding from Pyramid Peak foundation for the \$250,000 to pay for Social Finance.

See you tomorrow!

Warm regards,

Blair

Blair Taylor  
President  
Memphis Tomorrow  
22 North Front Street, Suite 670  
Memphis, TN 38103  
Office: 901.322.8080  
[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)

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